Wyatt Lewis
wylewis0@gmail.com
615-290-6134
2/16/2026

Hiring Manager
Nextpoint – Chicago, IL

Dear hiring team,

This past October, I cold called a carrier who had turned us down three times before. This was no regular autumn day in Chicago as we had just onboarded a new major customer that morning, and were in charge of their first shipment with our company. The stakes were high. After looking at my spreadsheet and seeing that this carrier had declined the opportunity to work with us the past three times they were contacted, I was determined to make the fourth time a charm. I picked up the phone and instead of pitching capacity again, as they had probably heard plenty of times, I asked about their pain points and turned the conversation into a casual friendly one, weaving in ways that our network could solve their problems. Finally, after a long conversation, and much discussion about the Chicago Bears ongoing season, I scheduled a followup meeting and within 48 hours of my initial phone call they were able to handle our new customers' freight needs. This call taught me that communication isn't just about the message, it's about understanding what the prospect needs, and how we can fulfill whatever that may be. It's also why I'm applying for the Sales Associate role at Nextpoint.

During my time at Arrive Logistics, I have been doing work that closely mirrors the skills required for the role you seek to fill; specifically, prospecting new clients and partnerships via cold calls and emails, strategically researching and identifying high-value opportunities, and diagnosing prospects' key business needs to ensure quality handoffs to my more senior sales colleagues. All of these responsibilities require initiative, responsiveness, critical thinking and resilience. To fully succeed, I diligently track leads, opportunities and sales in our CRM system; analyze response rates; qualify leads; and service new and existing clients. When a lead goes cold, it is my responsibility to understand why, adjust my approach, and reengage them with a resonating value proposition. I am proud of the recognition I received through winning Arrive Logistics' Midwestern Territory New Business Acquisition Competition three of the last four months. Furthermore, I studied International Law at Indiana University, wherein I won a United Nations case competition, giving me an understanding of legal workflows as well as the challenges attorneys face when managing complex cases.

I know this role shifts my focus from freight logistics to legal technology, but the sales mechanics are the same. Cold outreach, proactive prospecting, maintaining a healthy pipeline, and partnering with sales directors to fill pipelines are all things I do daily. The major difference would be that now I'll be generating leads and conducting product demos for eDiscovery software instead of transportation capacity, and I'm genuinely excited about that transition. Nextpoint's focus on simplifying legal workflows and the clear path to Sales Executive within 1-2 years align with what I'm looking for as I build a long-term career in tech sales. I'd welcome any opportunity to discuss how my sales experience can contribute to Nextpoint's prospecting efforts in the Ravenswood office.

Best,
Wyatt Lewis